

OPENING

SBA First Wednesday Seminar starts at 9:30 central time

small business opportunities

- ◆ Call-in is 1-866-740-1260, access code 3076601
- ◆ Log-in at www.readytalk.com, same code
- ◆ Support: 800-843-9166. Have access code

federal government contracting



U.S. Small Business Administration **SBA**

DOORS

SBA HUBZones: A Long and Winding Road



Wednesday, May 12, 2010

*“Tell me and I forget.
Teach me and I remember.
Involve me and I learn.”*



Test drive of Ready Talk:

- ◆ Questions: Ask at any time. “Raise your hand” or send a chat.
- ◆ Do not minimize the screen. You will be shut out of the system.
- ◆ Put your phone on mute. Unless your office is quiet.
- ◆ We email copies of the PowerPoint upon request.
- ◆ If listening in groups, email participant names and email addresses in Excel for 1102 credit – within a week of training.



“An investment in knowledge pays the best interest.”

Dwight A. Johnson

SBA Office of Government Contracting, Omaha
Procurement Center Representative

Iowa, Nebraska, North Dakota, South Dakota

Dwight.Johnson@sba.gov

(402) 221-7206

David Turner

SBA Office of Government Contracting, Kansas City
Procurement Center Representative & Commercial

Market Representative

Missouri and Kansas

David.Turner@sba.gov

(816) 823-1722



SBA District Offices (www.sba.gov)

Iowa

Kansas City

Minnesota

Nebraska

North Dakota

Wichita

St. Louis

South Dakota

Procurement Technical Assistance Centers

<http://www.dla.mil/db/procurem.htm>



Why Small Business?

Employ 51% of all private sector employees and generate 60% to 80% of net new jobs annually

Create more than 50% of gross domestic product

Major source of innovation

All large were once small

Taxpayers



Why small business? FAR 19.201 General policy

(a) It is the policy.... to provide maximum practicable opportunities in its acquisitions to small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns.

Such concerns must also have the maximum practicable opportunity to participate as **subcontractors**....

A process of elimination based upon market research.



Topics

1. SBA program parity
2. HUBZone program intent
3. HUBZone contracting
4. HUBZone joint ventures
5. HUB price evaluation preference
6. HUBZone protests
7. CCR quick market research

Whom to contact for what at SBA



1. SBA program parity

Wednesday, May 12, 2010



Federal small business goals

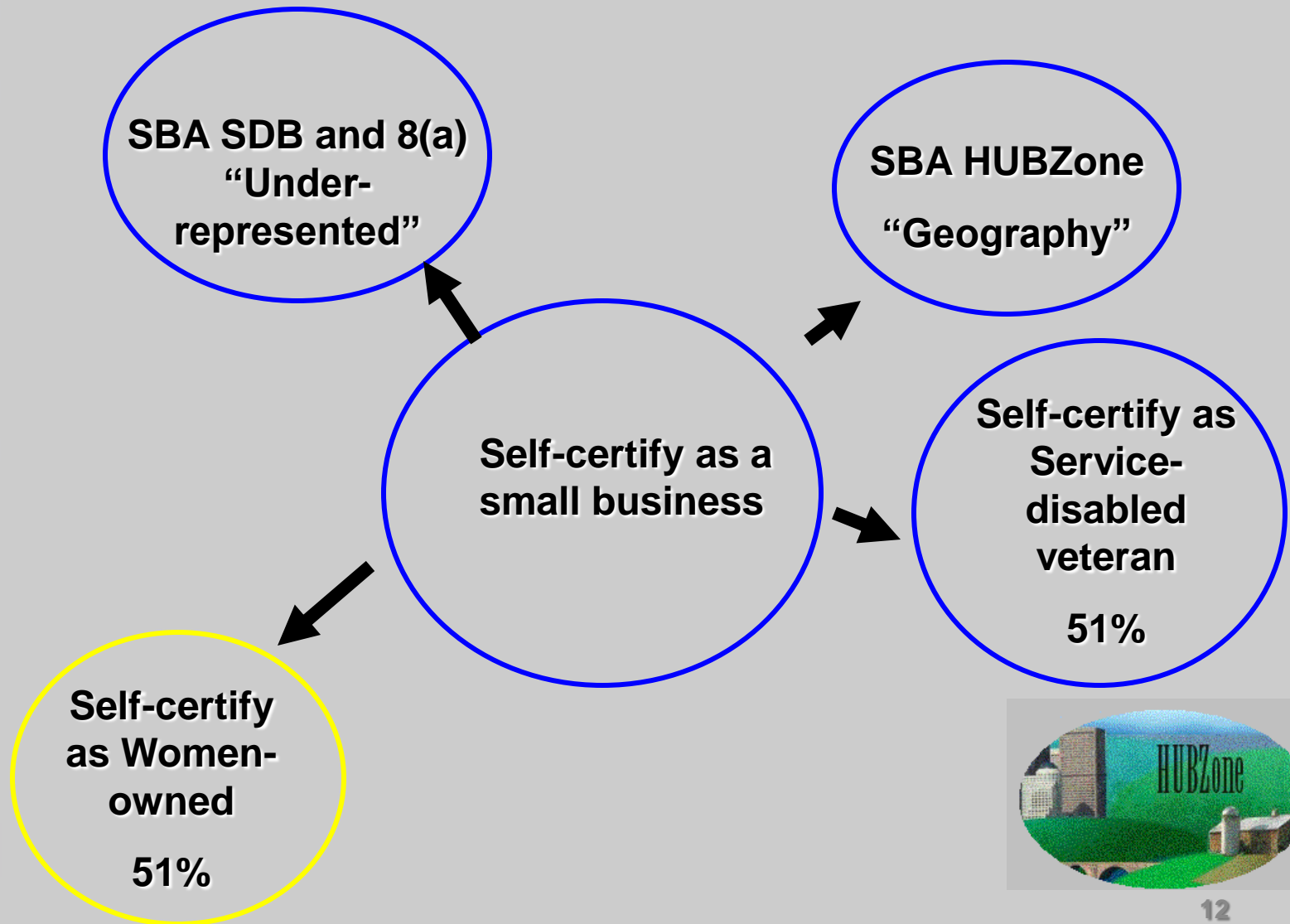
Small Business	23%
Small disadvantaged business	7%
Women-owned small businesses	5%
HUBZone program	3%
Service-disabled veterans	3%

SBA goaling website:

<http://www.sba.gov/aboutsba/sbaprograms/goals/index.html>



Certifications



Small business program parity – despite contradictions in regs

8(a) **===== HUBZone ===== Service-Disabled Vet**



Small business



Unrestricted competition

Over \$100,000



1. Federal Register: March 10, 2008:
Federal Acquisition Regulation: FAR Case 2006-034 on
Socioeconomic Program Parity -
<http://edocket.access.gpo.gov/2008/E8-4561.htm>

This FAR rule is intended to make the following clear:

- (1) There is no order of precedence among the 8(a), HUBZone, or SDVOSB Programs. However, if a requirement has been accepted by SBA under the 8(a) Program, it must remain in the 8(a) Program unless SBA agrees to its release in accordance with 13 CFR 124, 125 and 126.
- Comments due May 9, 2008
- Formalized policy followed by SBA for some time



HUBZone: Long and Winding Road



Wednesday, May 12, 2010

2. GAO study of the HUBZone program – July 2008

“HUBZone: SBA’s Control Weaknesses Exposed the Government to Fraud and Abuse”

- <http://www.gao.gov/new.items/d08964t.pdf>



3. GAO ruling: B-400278; B-400308, International Program Group, Inc., September 19, 2008

<http://www.gao.gov/decisions/bidpro/400278.htm>

DIGEST

1. Given the unambiguous language of the applicable statutes regarding the Historically Underutilized Business Zone (HUBZone) and service-disabled veteran-owned small business concern (SDVOSBC) programs, contracting agency,....must first reasonably consider whether the conditions for a HUBZone set-aside exist, and, if they do, agency must proceed with a HUBZone set-aside.



4. SBA response - SBA said there were not changes in regulations so parity position stands

- Leadership and staff
- Field reviews
- Implementation of reforms
- Review of application process
- FAR Case 2006-034 on Socioeconomic Program Parity on hold



5. May 4, 2009 - GAO ruling: B-401057, Mission Critical Solutions

<http://www.gao.gov/decisions/bidpro/401057.htm>

DECISION

- Mission Critical Solutions (MCS) of Tampa, Florida, a firm that is both an 8(a) program participant and a qualified Historically Underutilized Business Zone (HUBZone) small business, protests the Department of the Army's award of a sole-source....
- The protester argues that rather than awarding to Copper River on a sole-source basis, the agency should have competed the requirement among HUBZone small businesses.
- We sustain the protest.



6. July 10, 2009. Office of Management and Budget memorandum: [http://www.acq.osd.mil/osbp/resources/HubZone-8\(a\)WHGuidance.pdf](http://www.acq.osd.mil/osbp/resources/HubZone-8(a)WHGuidance.pdf)

“The GAO’s decisions in question are Mission Critical Solutions, of May 4, 2009 (B-401057, 2009 CPD ¶ 93), and International Program Group, Inc., of September 19, 2008 (B-400278, B-400308, 2008 CPD ¶ 172).”

“The GAO’s decisions are not binding on Federal agencies and are contrary to regulations promulgated by the Small Business Administration (SBA) that provide for “parity” among the three small business programs.”



7. August 21, 2009, U.S. Department of Justice
Memorandum

<http://www.pubklaw.com/papers/dojsba082109ocr.pdf>

The Justice Department memorandum states “We conclude that the Act does not compel SBA to prioritize the HUBZone Program in the manner GAO determined to be required.

In our view, SBA’s regulations permissibly authorize contracting officers to exercise their discretion to choose among the three programs in setting aside contracts to be awarded to qualified small business concerns.”



8. March 2, 2010. Court of Federal Claims: Mission Critical Solutions v. the United States (09-864C) -

<http://www.uscfc.uscourts.gov/sites/default/files/PUBLISHED%20MCS%20Opinion.pdf>

“The court interprets the language of the HUBZone competition provision—‘shall be awarded’—to be mandatory,” the judge wrote in an opinion released March 2.



9. March 17, 2010, U.S. Department of Justice
Memorandum to SBA:

[http://management.energy.gov/documents/AttachmentFlash2010-38\(1\).pdf](http://management.energy.gov/documents/AttachmentFlash2010-38(1).pdf)

“As explained below, the injunction applies only to the specific contract at issue in this case and not to operation of the SBA’s parity rule more generally.”

Wednesday, May 12, 2010



Small business program parity

8(a) **===== HUBZone ===== Service-Disabled Vet**



Small business



Unrestricted competition

Over \$100,000



What to do about parity?

- SBA stands by its parity position
- Awaiting Congressional action

In the meantime:

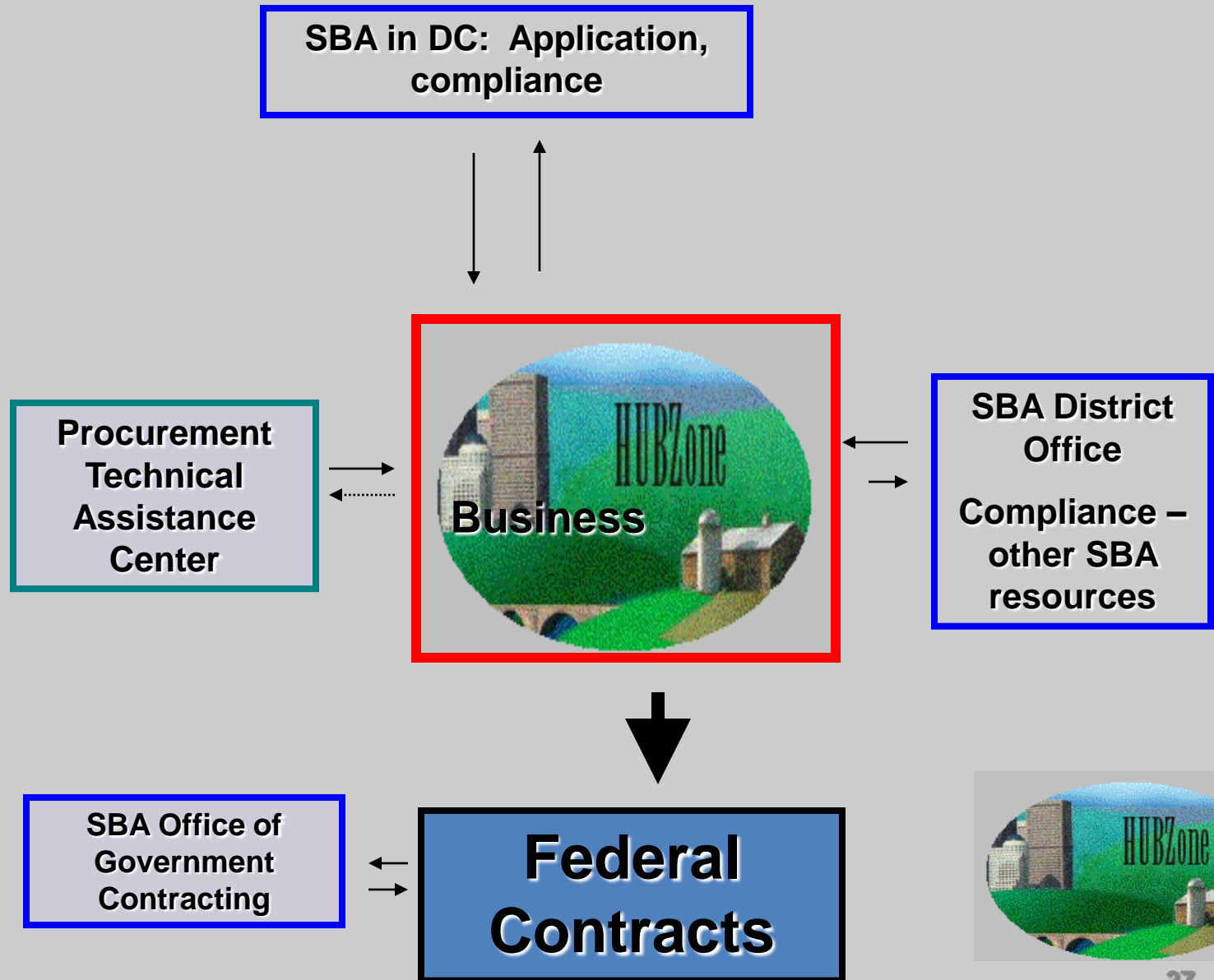
1. Perform meticulous market research
2. Document files
3. Understand the programs
4. Be able to defend your market research



2. HUBZone program intent



Introduction of HUBZone players



Intent of the HUBZone Program

Invest federal contracts to qualified small business concerns located in distressed areas to:

- Increase jobs
- Stimulate capital investment in those areas
- Empower communities through economic leveraging and the “multiplier effect.”



Benefits to HUBZone businesses

- Set-aside awards
- Sole source awards
- Awards through full and open competition after application of 10% price evaluation preference (PEP)
- Subcontracting Opportunities



Access - virtual

- Designed as virtual program
- Apply on-line with resources
- Available 24/7
- Governed by FAR 19.13 and 13 CFR 126



HUBZone eligibility



HUBZone eligibility requirements

- **Small** by SBA standards;
- **Ownership and Control:** At least 51% by U.S. citizen(s), or Community Development Corporation, or Agriculture Cooperative, or Alaska Native Corporation, or Indian tribe;
- **Location:** “Principal Office” located in a HUBZone (where greatest number of employees perform their work)); and
- **Employment:** At least 35% of employees must reside in some HUBZone.



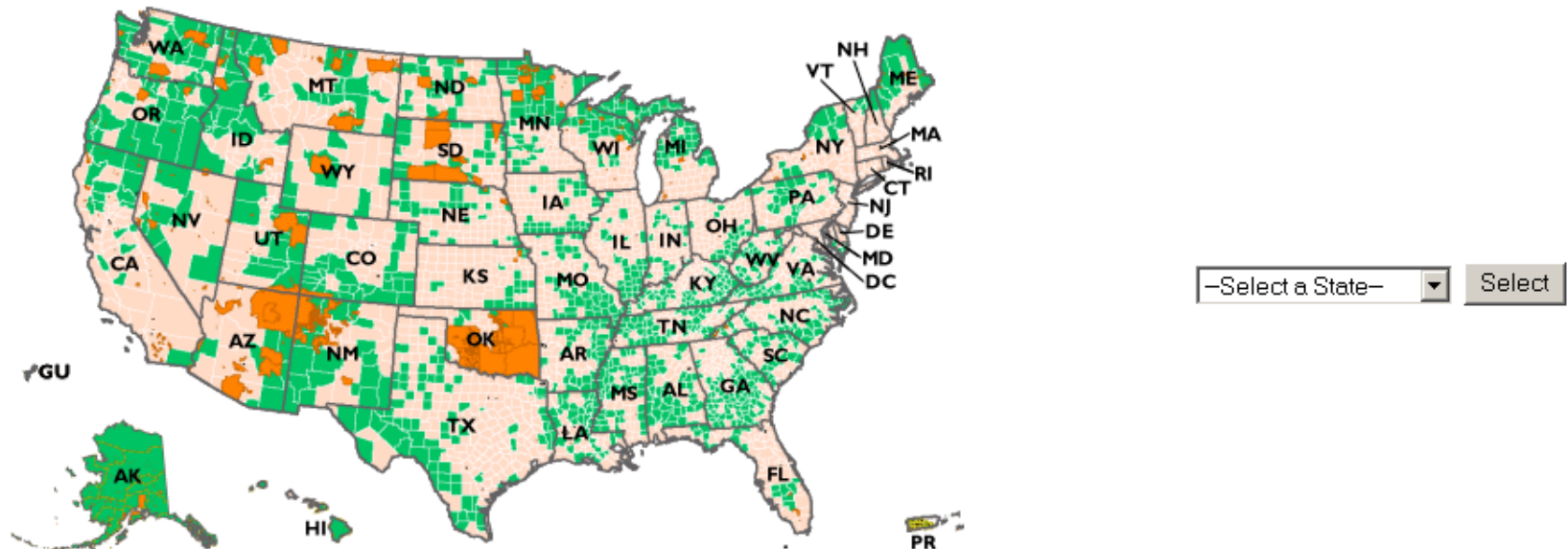
HUBZone qualified areas – but the contract may be any place

- Urban: Metropolitan Area Census Tracts
- Rural: Non-metropolitan Counties
- Federally recognized Indian Reservations
- Former military bases closed by BRAC (Base Realignment and Closure Act)



Select a STATE from the map or the list

NOTE: Not all HUB Zone qualified tracts are current Qualified Census Tracts (QCTs) for purposes of section 42 of the Internal Revenue Code, the Low-Income Housing Tax Credit (LIHTC). QCTs under the LIHTC are designated by the Department of Housing and Urban Development (HUD) and may be viewed [here](#).



Are you in a HUBZone? <http://map.sba.gov/hubzone/init.asp#address>

Or enter an ADDRESS, TOWN or COUNTY to Search

Address (include either City & State or ZIP Code - omit address to zoom map to a city or ZIP code area)

Street Address:

County

County:

State:

HUBZone continuing eligibility requirements

- Notify SBA of any material changes affecting program eligibility (13 CFR 126.501)
- Recertification every three years (13 CFR 126.500)
- Response to periodic program examinations (13 CFR 126.401)
- Response to SBA requests for information (13 CFR 126.403)
- “Attempt to maintain” 35% during contract performance (13 CFR 126.602)



Additional Requirements during Contract Performance 13 CFR 126.602

HUBZone SBC must “attempt to maintain” the required percentage of employees who reside in the HUBZone

- “Attempt to maintain” means making substantive and documented efforts to maintain the percentage
- SBA is responsible for enforcement



3. *HUBZone contracting*



EXCLUSIONS (FAR 19.1304)

HUBZone awards do not apply to:

- Federal Prison Industries
- Javits-Wagner-O'Day Act
- Orders for IDIQ
- 8(a) Program
- Requirements that do not exceed the micro-purchase threshold



HUBZone Contracting

1. Set-aside awards - HUBZone rule of two.
(HUBZone has no small business adverse impact factor like 8a does. 13 CFR 124.504 (c).)
2. Sole source awards
3. Awards through full and open competition after application of 10% price evaluation preference (PEP)
4. Subcontracting Opportunities



13 CFR 126.606:

May a CO request that SBA release a requirement from the 8(a)BD program for award as a HUBZone contract?

- Yes.
- SBA will grant its consent only where neither the incumbent nor any other 8(a) participant can perform the requirement.



Federal Acquisition Regulation – Subpart 19.13

19.1305 HUBZone set-aside procedures.

- (a) A participating agency contracting officer shall set aside acquisitions exceeding the simplified acquisition threshold for competition restricted to HUBZone small business concerns when the requirements of paragraph (b) of this section can be satisfied.

The contracting officer shall consider HUBZone set-asides before considering HUBZone sole source awards (see 19.1306) or small business set-asides (see Subpart 19.5).



Federal Acquisition Regulation – Subpart 19.13

- (b) To set aside an acquisition for competition restricted to HUBZone small business concerns, the contracting officer must have a reasonable expectation that—
- (1) Offers will be received from two or more HUBZone small business concerns; and
 - (2) Award will be made at a fair market price.



Federal Acquisition Regulation – Subpart 19.13

- (c) A participating agency may set aside acquisitions exceeding the micro-purchase threshold but not exceeding the simplified acquisition threshold for competition restricted to HUBZone small business.....
- (d) If the contracting officer receives only one acceptable offer from a qualified HUBZone small business...., the contracting officer should make an award..... If the contracting officer receives no acceptable offers from HUBZone small business concerns, the HUBZone set-aside shall be withdrawn and the requirement, if still valid, shall be set aside for small business concerns, as appropriate (see Subpart 19.5).



Federal Acquisition Regulation – Subpart 19.13

- (e)When the SBA intends to appeal a contracting officer's decision to reject a recommendation of the SBA procurement center representative.... to set aside an acquisition for competition restricted to HUBZone small business concerns, the SBA procurement center representative shall notify the contracting officer, in writing, of its intent within 5 working days of receiving the contracting officer's notice of rejection...



Federal Acquisition Regulation – Subpart 19.13

19.1306 HUBZone sole source awards.

- (a) A participating agency contracting officer may award contracts to HUBZone small business concerns on a sole source basis without considering small business set-asides (see [Subpart 19.5](#)), provided—
 - (1) Only one HUBZone small business concern can satisfy the requirement;
 - (2) Except as provided in paragraph (c) of this section, the anticipated price of the contract, including options, will not exceed—
 - (i) \$5.5 million for a requirement within the North American Industry Classification System (NAICS) codes for manufacturing; or
 - (ii) \$3.5 million for a requirement within any other NAICS code.



Federal Acquisition Regulation – Subpart 19.13

- (3) The requirement is not currently being performed by a non-HUBZone small business concern;
- (4) The acquisition is greater than the simplified acquisition threshold (see [Part 13](#));
- (5) The HUBZone small business concern has been determined to be a responsible contractor with respect to performance; and



Federal Acquisition Regulation – Subpart 19.13

- (6) Award can be made at a fair and reasonable price.
- (b) The SBA has the right to appeal the contracting officer's decision not to make a HUBZone sole source award.



HUBZone and Nonmanufacturer rule

A qualified HUBZone SBC may submit an offer on a HUBZone contract for supplies as a Nonmanufacturer if:

- It meets the requirements of the Nonmanufacturer rule set forth at Sec. 121.406(b)(1)...and,
- If the small manufacturer providing the end item for the contract is also a qualified HUBZone SBC.

13 CFR 126.601 (e) and FAR 19.1303 (d)



Limitations on subcontracting - FAR clause 52.219-14

<p>Services Provide 50% of personnel costs</p>	<p>Supplies Provide 50% of cost of manufacturing, excluding materials</p>
<p>General Construction Perform 15% of cost of contract with own employees, excluding materials</p>	<p>Special Trade Construction Perform 25% of cost of contract with own employees, excluding materials</p>

SBA Certificate of Competency: 13 CFR125.6
or FAR 19.6

Wednesday, May 12, 2010



HUBZone eligibility: Limitations on subcontracting - 13 CFR 126.700

<p>Services Provide 50% of personnel costs</p>	<p>Supplies Provide 50% of cost of manufacturing, excluding materials</p>
<p>General Construction Perform at least 15% of cost of contract with own employees, excluding materials but 50% with a HUBZone firm</p>	<p>Special Trade Construction Perform at least 25% of cost of contract with own employees, excluding materials but 50% with a HUBZone firm</p>



4. HUBZone joint ventures



Small business joint ventures

- ◆ Joint venture treated as a new small business
- ◆ JV must be in CCR
- ◆ JV consists of small firms venturers only
- ◆ JV is not SBA approved, except 8(a)
- ◆ “3-2 rule”: Three JV **submissions** in two years



JV for all types of small business set-asides

1. Small business JV for small business set-asides and unrestricted competition
2. 8(a) JV for 8(a) set-asides. (8(a) mentor-protégé is different.)
3. HUBZone JV for HUBZone set-asides and unrestricted competition, according to the regulations.
4. SDV JV for SDV set-asides



AZ - Arizona
AR - Arkansas
CA - California

Area Code or Phone Number Initial Fragment, (1 to 12 character)
 [Metropolitan Statistical Area](#) (4-digit numeric, leading 0's if fewer than 4)
 [SBA Servicing Office](#) (4-digit numeric, leading 0's if fewer than 4)
 Zip Code or Zip Code Initial Fragment (1 to 5 numeric digits)

Why? SBA does not certify
HUBZone joint ventures as
it does 8(a)

[8\(a\) Certified](#) or [8\(a\) Joint Venture](#):

- ☐ Required (Active Certifications only)
- ☐ Required (Active Certifications and Previously Certified)
- ☐ Required (Previously Certified only)
- ☒ Not Required

[Small Disadvantaged Business](#):

- ☐ Required (Active Certifications only)
- ☐ Required (Active Certifications and Previously Certified)
- ☐ Required (Previously Certified only)
- ☒ Not Required

Disadvantaged Business Enterprise, Certification States:

Not Required
AL - Alabama
AK - Alaska
AA - American Atlantic (APO/FPO)
AE - American Europe (APO/FPO)

[HUBZone Certification](#):

- ☐ Required (Active Certifications only)
- ☐ Required (Active Certifications and Previously Certified)
- ☐ Required (Previously Certified only)
- ☒ Not Required

The SBA's 8(a), HUBZone and SDB certifications are also made available to external software via: [SBSS Public Web Services](#)
For more information, see also [SBA Certifications](#) in the search help page.

Other Ownership Data:

- ☐ Minority ☐ Native American ☐ [Woman/Women](#)
☐ Veteran ☐ Service Disabled Veteran

Nature of Business (comma separated, up to 5 entries or 40 characters) for:

[NAICS](#) Code(s): ☒ Any ☐ All (slower)

[Help](#)

5. HUBZone price evaluation preference



19.1307 Price evaluation preference for HUBZone small business concerns (13 CFR 126.613 and 126.614)

- (a) The price evaluation preference for HUBZone small business concerns shall be used in acquisitions conducted using full and open competition. The preference shall not be used—
- (1) In acquisitions expected to be less than or equal to the simplified acquisition threshold;
 - (2) Where price is not a selection factor so that a price evaluation preference would not be considered (e.g., Architect/Engineer acquisitions);
 - (3) Where all fair and reasonable offers are accepted (e.g., the award of multiple award schedule contracts).



19.1307 Price evaluation preference for HUBZone small business concerns

- (b) The contracting officer shall give offers from HUBZone small business concerns a price evaluation preference by adding a factor of 10 percent to all offers, except—
- (1) Offers from HUBZone small business concerns that have not waived the evaluation preference; or
 - (2) Otherwise successful offers from small business concerns.

52.219-4 Notice of Price Evaluation Preference for HUBZone Small Business Concerns.



13 CFR 126.613: How does a price evaluation preference affect the bid of a qualified HUBZone SBC in full and open competition?

(a)(1)....For a best value procurement, the CO must apply the 10% preference to the otherwise successful offer of a large business and then determine which offeror represents the best value to the Government, in accordance with the terms of the solicitation.



13 CFR 126.613: How does a price evaluation preference affect the bid of a qualified HUBZone SBC in full and open competition?

- (a) (2) Where, after considering the price evaluation adjustment, the price offered by a qualified HUBZone SBC is equal to the price offered by a large business...., the total evaluation points received by a qualified HUBZone SBC is equal to the total evaluation points received by a large business), award shall be made to the qualified HUBZone SBC.



10% price evaluation preference

- If the large business is low, and
- If difference between the large and the HUBZone is less than 10%, then
- HUBZone displaces the large as the low.

See SBA Procedural Notice 8000-583



Example 1: Applying the price evaluation preference: Greater than 10% difference (13 CFR126.613)

	<u>Offer</u>
Offeror A (HUB):	\$103K
Offeror B (SB):	\$100K
Offeror C (Lg):	\$ 93

Apparent successful offeror?



Example 1: Applying the price evaluation preference: Greater than 10% difference

	<u>Offer</u>	<u>PEP</u>
Offeror A (HUB):	\$103K	\$103K
Offeror B (SB):	\$100K	\$100K
Offeror C (Lg):	\$ 90K	\$ 99K

Apparent successful offeror? Large



Example 2: Applying the price evaluation preference: Not more than 10% difference

	<u>Offer</u>
Offeror A (HUB):	\$ 98K
Offeror B (SB):	\$ 95K
Offeror C (Lg):	\$ 93

Apparent successful offeror?



Example 2: Applying the price evaluation preference: Not more than 10% difference

	<u>Offer</u>	<u>PEP</u>
Offeror A (HUB):	\$ 98K	\$ 98K
Offeror B (SB):	\$ 95K	\$ 95K
Offeror C (Lg):	\$ 93K	\$ 93K

Apparent successful offeror? HUBZone



Example 3: Applying the price evaluation preference: Not more than 10% difference

	<u>Offer</u>
Offeror A (HUB):	\$ 92K
Offeror B (SB):	\$ 89K
Offeror C (Lg):	\$ 90
Apparent successful offeror?	



Example 3: Applying the price evaluation preference: Not more than 10% difference

	<u>Offer</u>	<u>PEP</u>
Offeror A (HUB):	\$ 92K	NA
Offeror B (SB):	\$ 89K	NA
Offeror C (Lg):	\$ 90K	NA

Apparent successful offeror? Small business



6. *HUBZone protests*



19.306 Protesting a firm's status as a HUBZone small business concern

- (a) For sole source acquisitions, the SBA or the contracting officer may protest the apparently successful offeror's HUBZone small business status. For all other acquisitions, an offeror.. may (also) protest the apparently successful offeror's qualified HUBZone small business concern status.
- (b) Protests relating to whether a qualified HUBZone small business concern is a small business for purposes of any Federal program are subject to the procedures of [Subpart 19.3](#).

Protests relating to small business size status for the acquisition and the HUBZone qualifying requirements will be processed concurrently by SBA.



19.306 Protesting a firm's status as a HUBZone small business concern

- (c) All protests must be in writing and must state all specific grounds for the protest...

An offeror must submit its protest to the contracting officer. The contracting officer and the SBA must submit protests to SBA's Associate Administrator for the HUBZone Program (AA/HUB).



19.306 Protesting a firm's status as a HUBZone small business concern

- (d) An offeror's protest must be received by close of business on the fifth business day after bid opening.... or by close of business on the fifth business day after notification by the contracting officer of the apparently successful offeror (in negotiated acquisitions)....



19.306 Protesting a firm's status as a HUBZone small business concern

- (e) Except for premature protests, the contracting officer must forward any protest received, notwithstanding whether the contracting officer believes that the protest is insufficiently specific or untimely, to:

AA/HUB

U.S. Small Business Administration

409 3rd Street, SW

Washington, DC 20416.

The AA/HUB will notify the protester and the contracting officer of the protest was received and whether the protest will be processed or dismissed for lack of timeliness or specificity.

- (f) SBA will determine the HUBZone status of the protested HUBZone small business concern within 15 business days after receipt of a protest.



19.306 Protesting a firm's status as a HUBZone small business concern

- (g) SBA will notify the contracting officer, the protester, and the protested concern of its determination.

The determination is effective immediately and is final unless overturned on appeal by SBA's Associate Deputy Administrator for Government Contracting and 8(a) Business Development (ADA/GC&8(a)BD).



13 CFR 126.900: What penalties may be imposed under this part?

- (a) Suspension or debarment
- (b) Civil penalties
- (c) Criminal penalties



7. CCR quick market research

Wednesday, May 12, 2010



What is the federal rule of two?

FAR 19.502-2(b).

b) The contracting officer shall set aside any acquisition over \$100,000 :

(1) offers will be obtained from at least two responsible small business concerns....; and

(2) award will be made at fair market prices.

FAR 19.502-2 (a) reserves acquisitions of over \$3,000 and \$100,000 for small business.



Rule of two applies to:

- HUBZone
- SDVOSB
- Small business





NEW NEW MARKETING FEATURE FOR CONTRACTING OFFICERS:
Use the "Quick Market Search" button above to go to the **Quick Market Search**

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

Location of Firm:

State(s):

[\(How to make multiple selections.\)](#)

(any state)

- AL - Alabama
- AK - Alaska
- AA - American Atlantic (APO/FPO)
- AE - American Europe (APO/FPO)
- AP - American Pacific (APO/FPO)
- AS - American Samoa
- AZ - Arizona
- AR - Arkansas
- CA - California

Congressional District:

(Requires exactly one state from the list at left.)

2-digit numeric (leading 0 if 1 digit),
or AL for At Large

County: Select 1 State, then press Lookup [Lookup](#)

http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

Area Code or Phone Number Initial Fragment, (1 to 12 characters, 999-999-9999 format)

[Metropolitan Statistical Area](#) (4-digit numeric, leading 0's if fewer digits)

[SBA Servicing Office](#): (4-digit numeric, leading 0's if fewer digits)

Zip Code or Zip Code Initial Fragment (1 to 5 numeric digits)



Print Exit Help
DSBS Quick Market Search

Quick Market Search

Welcome to Quick Market Search

All search form hotlinks open a new browser window.

Based on the search criteria selected, the Quick Market Search will return an aggregate number of profiles in the following socio-economic categories: HUBZone, 8(a), Small Disadvantaged Business (SDB), Woman-owned, Veteran owned and Service Disabled Veteran-owned in a randomized order. It is also possible to drill down to the specific profiles identified in the search results. (Note: To find small businesses NOT in these socio-economic categories, go to DSBS using the button above.)

Nature of Business (comma separated, up to 5 entries or 40 characters) for:

NAICS Code(s): ☒ Any ☐ All (slower) [Help](#)

Or keywords (comma separated, up to 25 entries or 125 characters) for:

[Keywords:](#) ☒ Any ☐ All (slower) [Help](#)

Location of Firm:

State(s):

[\(How to make multiple selections.\)](#)

- (any state)
- AL - Alabama
- AK - Alaska
- AA - American Atlantic (APO/FPO)
- AE - American Europe (APO/FPO)
- AP - American Pacific (APO/FPO)
- AS - American Samoa
- AZ - Arizona
- AR - Arkansas
- CA - California

[Metropolitan Statistical Area](#) (4-digit numeric, leading 0's if fewer digits)

Zip Code or Zip Code Initial Fragment (1 to 5 numeric digits)

SBA Quick Market Search Results

Quick Market Search Listing, where

the firm has not opted out of DSBS searches;
 the firm is small in any of these NAICS codes: 238220;
 the profile location is in: 'IA';
 and economic groups randomized by original start time of search: 2009-02-25 05:37:09 PM.

a validation took 0.02 seconds. The search took 0.00 seconds for certifications and 0.00 seconds for non-certifications.

Click on either hotlink in a row to list the firms in the economic group meeting your search criteria.

Economic Group	Number of Firms Found
Currently HUBZone Certified	4
Woman or Women Owned	9
Service-Disabled Veteran	3
Veteran	7
Currently 8(a) Certified	1
Currently SDB Certified	1

Organization, Ownership & Certifications

Legal Structure: Corporation
Ownership and Self-Certifications: Woman Owned

Current Principals: (Name, Title)
Kathleen Sanderson, President
Kirk Sanderson, Vice President

"Business Development Servicing Office"

(for certifications):
ALASKA DISTRICT OFFICE (SBA office code 1084)

8(a) Certification:

SBA 8(a) Case Number:
SBA 8(a) Entrance Date:
SBA 8(a) Exit Date:

Dynamic small business search in CCR

Small Disadvantaged Business Certification:

SDB Entrance Date:
SDB Exit Date:

HUBZone Certification:

HUBZone Certified?: ☒ Yes ☐ No
HUBZone Certification Date: 05/02/2008

8(a) Joint Venture Certification:

8(a) JV Entrance Date:
8(a) JV Exit Date:

United States Small Business Administration

Text Only

search



SBA
Your Small Business Resource

Wednesday, April 15, 2009

HUBZone

HUBZone Program

HUBZone-Rebuilding America's Communities: One small business at a time by following the principle of Community based - Empowerment, Employment and Enterprise

[Help Small Businesses Create more Jobs](#)

- Are you in a HUBZone?

- What's New
- Who We Are
- Frequently Asked Questions
- Library & Resources
- Contacts
- Contracting Officer Resources
- Contracting Assistance
- Contracting Officer's HUBZone Gateway
- HUBZone Contracting Opportunities
- Certified HUBZone Concerns**
- Are you in a HUBZone?
- HUBZone Instructions for GLS Registration
- Business.gov

Beyond the programmatic structure of any modern day federal contracting program, there needs to be the HUMAN element

Community based
Empowerment
Employment
Enterprise

 HUBZone Electronic Application

 HUBZone Program Examination

 HUBZone Program Recertification

 Update Your Contact Information

6.1.0

 [\[Help \]](#)

Software Requirements

Browser Requirements

SBA Answer Desk

SBA's Privacy Policy

www.sba.gov/hubzone

SBA quick reference



SBA quick reference: Whom to contact for what

1. SBA government contracting area offices
 2. SBA district offices
 3. SBA headquarters
4. SBA procurement center representatives



SBA Mission

Maintain and strengthen the nation's economy by aiding, counseling, assisting and protecting the interests of small businesses and by helping families and businesses recover from national disasters.

1. Financing and bonding

<http://www.sba.gov/financing/index.html>

2. Counseling and technical assistance

<http://www.sba.gov/aboutsba/sbaprograms/ed/index.html>

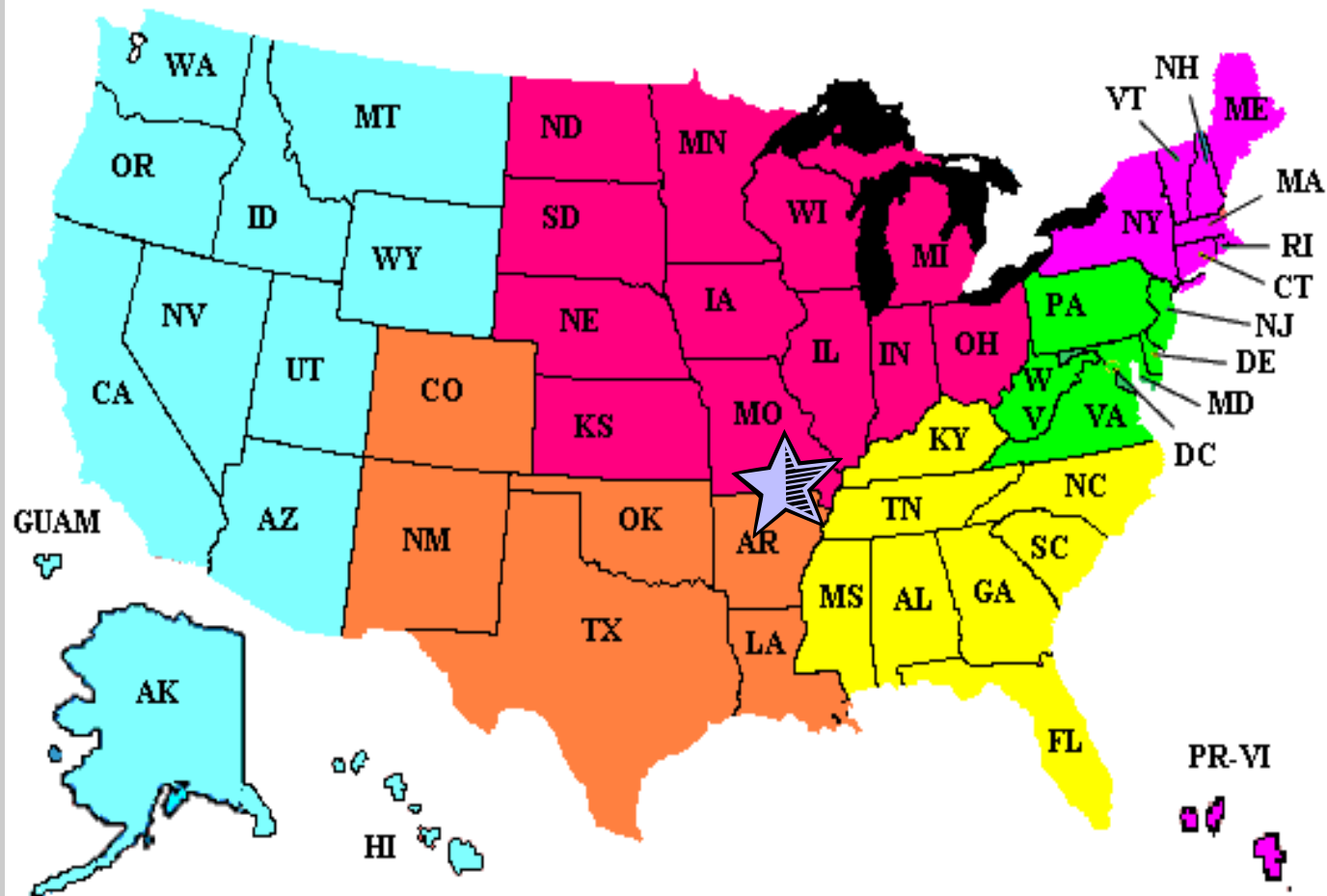
3. Fair access to Federal contracts and subcontracts

Historically Underutilized Business Zone

<http://www.sba.gov/hubzone/>



government contracting
small business opportunities
OPENING DOORS



http://www.sba.gov/aboutsba/sbaprograms/gcbd/GC_PCRD1.html



Wednesday, May 12, 2010

Quick reference: Referrals to SBA area offices*

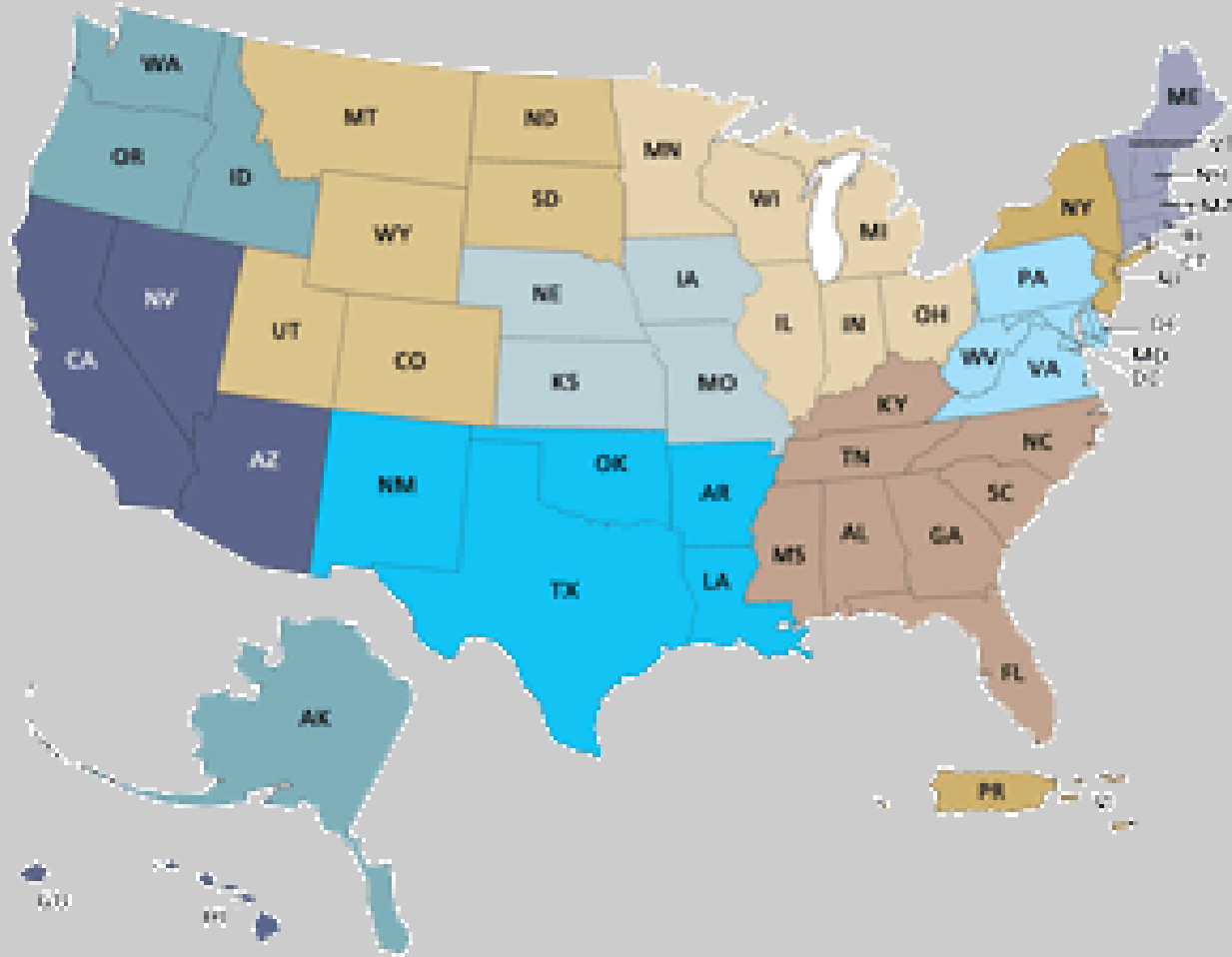
- | | |
|---|--|
| 1. Size protests (with recertification) | FAR 19.302
13 CFR 121.1001
13 CFR 121.1010 |
| 2. Certificate of competency | FAR 19.6
13 CFR 125.5 |
| 3. COC Limitations on subcontracting compliance | FAR 19.601
13 CFR 125.6(f) |
| 4. Closest Procurement Center Representative | FAR 19.402
13 CFR 125.2(b)(3)
13 CFR 125.2(b)(3) |
| 5. Locating closest CMR*** (commercial market representative) for subcontracting and ESRS matters | 13 CFR 125.3 |

* To locate SBA area offices and closest SBA PCR see:
<http://www.sba.gov/aboutsba/sbaprograms/gc/contacts/index.html>

*** CMRs: http://www.sba.gov/aboutsba/sbaprograms/gc/contacts/gc_cmr.html



SBA District Offices



<http://www.sba.gov/localresources/index.html>



Quick reference: Referrals to SBA district offices**

1. 8(a) project offering to servicing SBA office
FAR 19.804-2
13 CFR 124.502
2. 8(a) project appeals
FAR 19.810
13 CFR 124.505

** To locate SBA servicing office, check Dynamic Small Business Search at www.ccc.gov and then local resources at <http://www.sba.gov/localresources/index.html>



Quick reference: Referrals to SBA headquarters

HUBZone status protests	FAR 19.306 13 CFR 126.801
NAICS code appeal	FAR 19.30 3 13 CFR 121.1103
Nonmanufacturer rule waivers	FAR 19.102(f)(1)-(7) 13 CFR 121.1204
SDVOSB status protest	FAR 19.307 13 CFR 125.23



Quick reference: Referrals to SBA PCR^{*}

- | | |
|---------------------------------------|---|
| 1. SBA PCR coordination records | FAR 19.501(b)
13 CFR 125.2 |
| 2. Small business set-aside appeals | FAR 19.505
13 CFR 125.2(b)(7) |
| 3. HUBZone set-aside appeals | FAR 19.1305
FAR 19.1306
13 CFR 126.61 |
| 4. SDVOSB set-aside appeal | FAR 19.1405
FAR 19.1406
13 CFR 125.22 |
| 5. Reporting bundling to SBA (MATOCs) | FAR 19.202-1(e)(1)
13 CFR 125.2 |

*** To locate SBA area offices and closest SBA PCR see:**

<http://www.sba.gov/aboutsba/sbaprograms/gc/contacts/index.html>



Quick reference: Referrals to SBA PCR^s*

6. SBA subcontracting plan reviews-copies

FAR 19.705-5(3)
13 CFR 125.2(b)(6)(iii)
FAR 19.705-6(c)
13 CFR 125.2(b)(6)(iii)(C)

7. SBA subcontracting program review

FAR 19.707(4)
13 CFR 125.2(b)(6)(iii)(C)

8. Small business TFD (Termination for default)

FAR 49.402-3 (e)(4))

* To locate SBA area offices and closest SBA PCR see:
<http://www.sba.gov/aboutsba/sbaprograms/gc/contacts/index.html>



SBA HUBZones: A Long and Winding Road



Wednesday, May 12, 2010

Test drive of Ready Talk:

- ◆ We email copies of the PowerPoint upon request.
- ◆ If listening in groups, email participant names and email addresses in Excel for 1102 credit – within a week of training.



“An investment in knowledge pays the best interest.”

Dwight A. Johnson

SBA Office of Government Contracting, Omaha
Procurement Center Representative

Iowa, Nebraska, North Dakota, South Dakota

Dwight.Johnson@sba.gov

(402) 221-7206

David Turner

SBA Office of Government Contracting, Kansas City
Procurement Center Representative & Commercial Market
Representative

Missouri and Kansas

David.Turner@sba.gov

(816) 823-1722

